



# 2020 AIMC Conference Agenda

## Unlock Your Consulting Potential

Sunday, December 6<sup>th</sup> – Wednesday, December 9<sup>th</sup>

Wyndham Grand Orlando Resort in Bonnet Creek

Orlando , FL



### Sunday, December 6th

Time	Agenda Topic
6:00 – 8:00 pm	AIMC Cocktail Reception & Onsite Registration – <b>Bonnet Creek Ballroom Foyer</b>



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BASF  
The Chemical Company



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**2020 AIMC Conference Agenda**  
**Monday, December 7<sup>th</sup>**

Time	Agenda Topic	Presenter
7:30-8:15 am	Continental Breakfast & Onsite Registration	
8:15-8:30 am	President's Overview & Conference Logistics – <b>Bonnet Creek Ballroom</b>	S. Meier, <i>Allstate</i>
8:30-10:00 am	Keynote: Serving Leaders Go To Work in Teams <ul style="list-style-type: none"> <li>The author of the bestselling book <i>The Serving Leader</i> will provide an overview of the application of the serving leader approach for internal consultants to help maximize their effectiveness in working with their fellow team members, client organizations and senior executives. This interactive session will include an explanation of the five components of the Serving Leader Pyramid coupled with breakout sessions for participants to compare their experiences in this area. Dr. Jennings will also be covering key concepts from his upcoming book on Building Influential Teams.</li> </ul>	Dr. K. Jennings
10:00-10:15 am	BREAK	
10:15-11:30 am	Session 1: How to Go from Strategy to Execution – <b>Bonnet Creek Ballroom</b> <ul style="list-style-type: none"> <li>Internal consulting teams can play a major role in helping organizations get from strategy to execution, but only if they are trusted and aligned to deliver maximum value. In this session, you'll gain insights into how some of the best IC teams demonstrate value by accelerating major initiatives in partnership with the business and outside consultants, how new tools and methodologies are changing the way IC teams work, and how to position your team as a critical partner to business leaders driving key initiatives.</li> </ul>	E. Kennedy, <i>Dell</i> G. Gupta, <i>Pfizer</i> R. Biederman, <i>Catalant</i>
	Session 2: Applying Agile to Strategic Projects – <b>Expedition Room</b> <ul style="list-style-type: none"> <li>The agile project management methodology can be applied to prioritized, high-visibility and high-impact strategic projects. Participants will learn about decision making involved in using agile, traditional project management and a blend of the two methodologies.</li> </ul>	D. Mott, <i>E-Farm Credit</i> B. Crane, <i>Medtronic</i> A. Henry, <i>Dell</i> G. Garfield, <i>IBM</i>
11:30-1:00 pm	LUNCH & NETWORKING – <b>Tesoro Cove</b>	
1:00-2:15 pm	Session 1: Developing Consulting Competencies to Meet Future Needs – <b>Bonnet Creek Ballroom</b> <ul style="list-style-type: none"> <li>The internal consultancy can develop and deploy the competencies required to influence how future business needs are met. As business needs evolve, learn how the consultancy can anticipate and develop the critical expertise needed to successfully advocate/partner with the business to meet the needs of tomorrow.</li> </ul>	C. Gomsak, <i>Liberty Mutual</i> M. Chuchmuch, <i>Chevron</i> J. Grimm, <i>Mayo Clinic</i>
	Session 2: Effectively Managing Methodological Diversity – <b>Expedition Room</b> <ul style="list-style-type: none"> <li>Delivering value as a consultant requires business acumen and utilizing multiple methodologies (lean, six-sigma, project management, change management, etc.). Learn and discuss practical approaches to delivering results effectively without confusing stakeholder groups.</li> </ul>	S. Fastre, <i>BASF</i> D. Mott, <i>E-Farm Credit</i> T. Bush Neal, <i>Kojent</i>
2:15-2:30 pm	BREAK	
2:30-3:45 pm	Building Effective IC & Client Teams – <b>Bonnet Creek Ballroom</b> <ul style="list-style-type: none"> <li>A networking session to discuss building effective internal consultant teams as well as client teams.</li> </ul>	C. Damico, <i>J&amp;J</i> A. Howe, <i>Trusted Advisor Associates</i>
4:00-5:20	Healthcare Interest Group Breakout Session – <b>Expedition Room</b> <ul style="list-style-type: none"> <li>This session will provide an opportunity for ICs across the healthcare industry (manufacturers, providers and payers) to discuss key issues and share learnings/best practices.</li> </ul>	C. Damico, <i>J&amp;J</i> M. Pobre, <i>J&amp;J</i>
5:45-8:00 pm	AIMC Reception and IC Awards Dinner – <b>Bonnet Creek Ballroom</b>	



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2020 AIMC Conference Agenda  
Tuesday, December 8<sup>th</sup>

Time	Agenda Topic	Presenter
7:30-8:15 am	Continental Breakfast & Onsite Registration	
8:15-8:30 am	Chairperson's Overview – <b>Bonnet Creek Ballroom</b>	J. Kamath, <i>Mayo Clinic</i>
8:30-10:00 am	Award Winners Roundtable – <b>Bonnet Creek Ballroom</b> <ul style="list-style-type: none"> <li>Features an interactive dialogue with the leaders of winners of the Overall Excellence, Consulting Process, Business Impact, and Project Awards — including an overview of their programs and addressing issues of interest.</li> </ul>	J. Kamath, <i>Mayo Clinic</i> Moderator
10:00-10:15 am	BREAK	
10:15-11:30 am	Session 1: Internal Consulting Operating Models – <b>Bonnet Creek Ballroom</b> <ul style="list-style-type: none"> <li>In today's business environment it's more important than ever for internal consulting groups to demonstrate their relevance and results. Relationships and reputation need constant attention to maintain and grow business. This session will focus on ways to build branding and marketing into the internal consulting operating model to keep your image fresh and your value front and center.</li> </ul>	B. Hicks, <i>Marriott</i> M. Hoover, <i>Mayo Clinic</i>
	Session 2: The Emerging Role of Technology in Internal Consulting Value Delivery -- <b>Expedition Room</b> <ul style="list-style-type: none"> <li>Technology is becoming an increasing factor in IC projects, and this session will provide examples of key applications in major consulting initiatives.</li> </ul>	E. Boyles, <i>Medtronic</i> C. Secret, <i>E&amp;Y</i>
11:30-1:00 pm	Lunch and Networking	
1:00-2:15 pm	Session 1: Consulting Value Delivery & Performance Measurement/Management – <b>Bonnet Creek Ballroom</b> <ul style="list-style-type: none"> <li>Highlighting the role of internal consulting in major transformation projects and best practice approaches for measuring value added to the enterprise.</li> </ul>	S. Meier, <i>Allstate</i> R. LaVecchia, <i>BlueCross Blue Shield of SC</i>
	Session 2: Blending Project Management with Internal Consulting Skills – <b>Expedition Room</b> <ul style="list-style-type: none"> <li>Internal consulting groups are increasingly offering or working with project, program, or portfolio managers to enhance the overall effectiveness of increasingly complex project engagements. The value internal consultants and PMs bring to projects and how they collaborate to achieve desired outcomes will be discussed.</li> </ul>	J. Bonasera, <i>Boehringer Ingelheim</i> A. Donahoe-Anshus, <i>Mayo Clinic</i>
2:15-2:30 pm	Break	
2:30-3:45 pm	Key Imperatives for Internal Consulting in Turbulent Times – <b>Bonnet Creek Ballroom</b> <ul style="list-style-type: none"> <li>A networking session to discuss engaging sponsors and clients for growth and sustainability.</li> </ul>	S. Meier, <i>Allstate</i> Facilitator
4:00-5:20 pm	Breakout Session: The Intersection of Project Management, Internal Consulting and Business Analysis – <b>Bonnet Creek Ballroom</b>	All
5:30-7:30 pm	IC Share Fair & Reception – <b>Tesoro Cove</b> <ul style="list-style-type: none"> <li>This popular event provides an opportunity to view displays and collect materials about innovative service offerings from Conference Sponsors and their internal consulting clients in an informal social setting. There will also be an overview of the AIMC Certification Programs.</li> </ul>	



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2020 AIMC Conference Agenda  
Wednesday, December 9<sup>th</sup>

Time	Agenda Topic	Presenter
7:30-8:30 am	Continental Breakfast	
8:30-12:00pm	<p>Workshop 1: Agile Meets Design Thinking – <b>Bonnet Creek Ballroom</b></p> <ul style="list-style-type: none"> <li>▪ As internal management consultants, a question often asked is how do you work out which frameworks, organizational models and activities will get you from the products and services of today for those of tomorrow? Scrum, sprints or retrospectives (part of the Agile methodology) or empathy, ideate, prototype (part of the Design Thinking methodology) – what is the right approach to use? Unbeknownst to many, Design Thinking and Agile complement each other and can blend for a creative, empathetic and implementable approach to solving the problems of our customers.</li> <li>▪ This session will provide you with a comprehensive background, methodologies, and facilitation techniques pulling from the best of Agile and Design Thinking approaches.</li> </ul>	M. Donovan, <i>GP Strategies</i>
<b>2 Concurrent Sessions</b>	<p>Workshop 2: – Consulting Leadership Workshop – <b>Expedition Room</b></p> <p>This Workshop will provide an introduction of a pilot program to enhance the skills of consultants in a leadership role or soon to be in that position.</p> <ul style="list-style-type: none"> <li>• The first segment focuses on Shifting from Unhealthy Drama to Empowered Ways of Working. The change an internal consultant introduces often leads to great things. Change can also break the "organizing structures"(processes, relationships, systems, etc.) of how people make sense of their work each day. When organizing structures are broken, it is common for unhealthy "drama" to bubble up and put the change at risk. In this provocative and practical working session, we will explore the unhealthy Drama roles of "Victims" "Persecutors" and "Rescuers", and then learn and practice how to coach self and others into the Empowerment roles of "Co-Creators" "Challengers" and "Coaches" to drive high levels of ownership and success in implementing what matters most to the organization.</li> <li>▪ The second segment will provide a framework for developing internal consulting competencies at a leadership level, including a practical methodology for integrating project and change management to help maximize the value/impact of key initiatives and ensure effective implementation.</li> </ul>	J. Porcari, <i>Third River Partners</i> A. Darger, <i>Anthem</i>
12:00 pm	Lunch	

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